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## STATISTICAL REPORT



(for month ending November 30, 2014)

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# News Release

For Comment: Jim Holody, President, 519-661-9579

For Background: Betty Doré, Executive Vice-President, 519-641-1400

London, December 1, 2014

## Market continues at a healthy pace

According to Jim Holody, President of the London and St. Thomas Association of REALTORS® (LSTAR), “Last month’s statistics are just more proof that our local market continues to function at a very healthy pace.” November 2014 was the seventh consecutive month in which area home sales outstripped those of the previous year:

- in May by 5%
- June by 23.4%
- July by 24.4%
- August by 13.6%
- September by 11.1%
- October by 8.4%
- November by 4.7%

577 homes sold last month, making it the best November since 2010. “Year to date, 8,050 homes have exchanged hands in our jurisdiction,” says Holody. “That’s 7.4% more transactions than last year at this time.” According to research by the Altus Group, one job is created for every three real estate transactions and approximately \$55,000 in ancillary spending is generated every time a house changes hands in Ontario. “Homes sales like we’ve seen over the past seven months are great news for our local economy,” adds Holody.

482 detached homes exchanged hands last month, up 5.5%; condos were up 1.1%, with 95 sales. Listings were also up 3.8% for detached homes and 2.3% for condos. Overall inventory was up 5.4%. The market continues to be balanced.

St. Thomas also performed well in November. Fifty nine homes sold in that City last month – 15 more units than the previous November. Year to Date sales in St. Thomas are up 5% overall and the average price of a home in that City Year to Date is \$200,726, down a marginal 0.4 %.

The average price for all homes in the London and St. Thomas area Year to Date stands at \$254,229, up 3.5%. The following table, based on data taken from CREA’s National MLS® Report for October 2014 (the latest information available), demonstrates how homes in LSTAR’s jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers.

| City                  | Average Sale \$\$       |
|-----------------------|-------------------------|
| Vancouver             | \$813,184               |
| Toronto               | \$581,575               |
| Fraser Valley         | \$534,747               |
| Victoria              | \$504,404               |
| Calgary               | \$480,897               |
| Hamilton-Burlington   | \$418,903               |
| Edmonton              | \$372,749               |
| Kitchener-Waterloo    | \$335,870               |
| Ottawa                | \$357,593               |
| Montreal              | \$349,557               |
| Regina                | \$346,852               |
| Halifax-Dartmouth     | \$268,512               |
| Newfoundland-Labrador | \$269,851               |
| London St. Thomas     | \$ 254,229 <sup>1</sup> |
| <b>CANADA</b>         | <b>\$413,056</b>        |

| House Style          | Units Sold | Average Price |
|----------------------|------------|---------------|
| 2 storey             | 148        | \$334,694     |
| Bungalow             | 99         | \$189,975     |
| Ranch                | 77         | \$326,075     |
| Townhouse            | 42         | \$155,543     |
| High rise apt. condo | 25         | \$141,060     |

The best-selling house style in LSTAR's jurisdiction for November 2014 was the two-storey, then the bungalow, followed by ranches, then townhouse condominiums, then high rise apartment condos.

*The London and St. Thomas Association of REALTORS® (LSTAR) exists to provide our REALTOR® Members with the support and tools they need to succeed in their profession. LSTAR is one of Canada's fifteen largest real estate associations, representing 1,500 REALTORS® working in Middlesex and Elgin Counties, a trading area of 500,000 residents. LSTAR adheres to a Quality of Life philosophy, supporting growth that fosters economic vitality, provides housing opportunities, respects the environment and builds good communities and safe neighbourhoods and is a proud participant in the REALTORS Care Foundation's Every REALTOR™ Campaign.*

<sup>1</sup> Average Price Year to Date as of November 30, 2014

# LSTAR'S Market Report for November 2014

| Market Activity   | 482 detached homes and 126 condos exchanged hands in November 2014, for a total of 746 transactions.  |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
|---|---|---------------------------------|------|-------------------|-----------|-----------|----------|-----------|---------------|-----------|---------|-----------|---------|-----------|---------------------|-----------|--------|-----------|--------------------|-----------|----------|-----------|--------|-----------|-------------------------|-----------|----------|-----------|-------------------|-----------|----------------------------------|------------------------|--------|-----------|
| Type of Market  | Balanced  |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Listings  | Active detached home listings end of period were up 3.9%. Active condo listings end of period were up 12.1%   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Average Price<br>November 2014<br>(Compared to<br>October 2014) | Total Residential (Detached & Condo)  | \$255,210 up 2.1% (\$250,067)   |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
|   | All detached homes in LSTAR's jurisdiction  | \$268,786 up 2.2% (\$263,008)   |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
|   | All condos in LSTAR'S jurisdiction  | \$186,331 down 2.6% (\$191,321) |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
|   | All two-storeys in LSTAR's jurisdiction   | \$334,694 down 5.9% (\$355,790) |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
|   | All bungalows in LSTAR's jurisdiction   | \$189,975 down 0.6% (\$191,186) |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
|   | All ranches in LSTAR'S jurisdiction   | \$326,075 up 12.5% (\$289,728)  |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
|   | All townhouse condos in LSTAR's jurisdiction  | \$155,543 down 7.6% (\$168,261) |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Most Popular in<br>November                                     | Two-storeys, then bungalows, then ranches, then townhouse condominiums, then high rise apartment condos.  |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Affordability   | <p>The average price for all homes in the London and St. Thomas area Year to Date stands at \$254,229, up 3.5%. The following table, based on data taken from CREA's National MLS® Report for October 2014 (the latest information available), demonstrates how homes in LSTAR's jurisdiction continue to maintain their affordability compared to other major Ontario and Canadian centers.</p> <table border="1"> <thead> <tr> <th>City</th> <th>Average Sale \$\$</th> </tr> </thead> <tbody> <tr> <td>Vancouver</td> <td>\$813,184</td> </tr> <tr> <td>Victoria</td> <td>\$504,404</td> </tr> <tr> <td>Fraser Valley</td> <td>\$534,747</td> </tr> <tr> <td>Toronto</td> <td>\$581,575</td> </tr> <tr> <td>Calgary</td> <td>\$480,897</td> </tr> <tr> <td>Hamilton-Burlington</td> <td>\$418,903</td> </tr> <tr> <td>Ottawa</td> <td>\$357,593</td> </tr> <tr> <td>Kitchener-Waterloo</td> <td>\$335,870</td> </tr> <tr> <td>Montreal</td> <td>\$349,557</td> </tr> <tr> <td>Regina</td> <td>\$346,852</td> </tr> <tr> <td>Newfoundland &amp; Labrador</td> <td>\$269,851</td> </tr> <tr> <td>Edmonton</td> <td>\$372,749</td> </tr> <tr> <td>Halifax-Dartmouth</td> <td>\$268,512</td> </tr> <tr> <td>London St. Thomas (October 2014)</td> <td>\$254,229<sup>1</sup></td> </tr> <tr> <td>CANADA</td> <td>\$408,922</td> </tr> </tbody> </table> |                                 | City | Average Sale \$\$ | Vancouver | \$813,184 | Victoria | \$504,404 | Fraser Valley | \$534,747 | Toronto | \$581,575 | Calgary | \$480,897 | Hamilton-Burlington | \$418,903 | Ottawa | \$357,593 | Kitchener-Waterloo | \$335,870 | Montreal | \$349,557 | Regina | \$346,852 | Newfoundland & Labrador | \$269,851 | Edmonton | \$372,749 | Halifax-Dartmouth | \$268,512 | London St. Thomas (October 2014) | \$254,229 <sup>1</sup> | CANADA | \$408,922 |
| City  | Average Sale \$\$   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Vancouver   | \$813,184   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Victoria  | \$504,404   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Fraser Valley   | \$534,747   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Toronto   | \$581,575   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Calgary   | \$480,897   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Hamilton-Burlington   | \$418,903   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Ottawa  | \$357,593   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Kitchener-Waterloo  | \$335,870   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Montreal  | \$349,557   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Regina  | \$346,852   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Newfoundland & Labrador   | \$269,851   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Edmonton  | \$372,749   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Halifax-Dartmouth   | \$268,512   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| London St. Thomas (October 2014)                                | \$254,229 <sup>1</sup>  |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| CANADA  | \$408,922   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |
| Market Factors  | <p>482 detached homes exchanged hands last month, up 5.5%; condos were up 1.1%, with 95 sales. Listings were also up 3.8% for detached homes and 2.3% for condos. Overall inventory was up 5.4%. The market continues to be balanced.</p> <p>St. Thomas also performed well in November. Fifty nine homes sold in that City last month – 15 more units than the previous November. Year to Date sales in St. Thomas are up 5% overall and the average price of a home in that City Year to Date is \$200,726, down a marginal 0.4%.</p>   |                                 |      |                   |           |           |          |           |               |           |         |           |         |           |                     |           |        |           |                    |           |          |           |        |           |                         |           |          |           |                   |           |                                  |                        |        |           |

| <u>2014 Monthly Data</u> |               |       |              |       |              |               | <u>2013 Monthly Data</u> |               |              |              |               |
|--------------------------|---------------|-------|--------------|-------|--------------|---------------|--------------------------|---------------|--------------|--------------|---------------|
| DETACHED                 | %             | CONDO | %            | OTHER | TOTAL        | %             | DETACHED                 | CONDO         | OTHER        | TOTAL        |               |
| Units Sold               | 482           | 5.5   | 95           | 1.1   | 53           | 630           | 5.9                      | 457           | 94           | 44           | 595           |
| Dollar Volume            | \$129,555,044 | 10.5  | \$17,701,414 | 8.5   | \$23,095,451 | \$170,351,909 | 8.5                      | \$117,196,927 | \$16,319,426 | \$23,474,000 | \$156,990,353 |
| No.of Listings           | 788           | 3.8   | 224          | 2.3   | 238          | 1250          | 5.1                      | 759           | 219          | 211          | 1189          |

| <u>2014 Year-to Date</u>           |                 |       |               |       |               |                 | <u>2013 Year-to-Date</u> |                 |               |               |                 |
|------------------------------------|-----------------|-------|---------------|-------|---------------|-----------------|--------------------------|-----------------|---------------|---------------|-----------------|
| DETACHED                           | %               | CONDO | %             | OTHER | TOTAL         | %               | DETACHED                 | CONDO           | OTHER         | TOTAL         |                 |
| Units Sold                         | 6536            | 6.7   | 1514          | 10.6  | 522           | 8572            | 7.6                      | 6124            | 1369          | 475           | 7968            |
| Dollar Volume                      | \$1,769,628,766 | 10.7  | \$276,910,728 | 13.4  | \$209,223,845 | \$2,255,763,339 | 11.1                     | \$1,598,733,482 | \$244,271,697 | \$188,050,702 | \$2,031,055,881 |
| No.of Listings                     | 12738           | 3.0   | 3171          | 6.7   | 2878          | 18,787          | 4.2                      | 12369           | 2973          | 2,690         | 18,032          |
| Active Listings<br>(end of period) | 2612            | 3.9   | 656           | 12.1  | 1531          | 4799            | 7.0                      | 2515            | 585           | 1,383         | 4483            |

| Detached             | <u>2014</u> |     | <u>2013</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$268,786   | 4.8 | \$256,448   |
| Average Price (YTD)  | \$270,751   | 3.7 | \$261,060   |

| Condo                | <u>2014</u> |     | <u>2013</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$186,331   | 7.3 | \$173,611   |
| Average Price (YTD)  | \$182,900   | 2.5 | \$178,431   |

| Total Residential    | <u>2014</u> |     | <u>2013</u> |
|----------------------|-------------|-----|-------------|
| Average Price(Month) | \$255,210   | 5.3 | \$242,316   |
| Average Price (YTD)  | \$254,229   | 3.4 | \$245,964   |

**2014 Monthly Data****2013 Monthly Data**

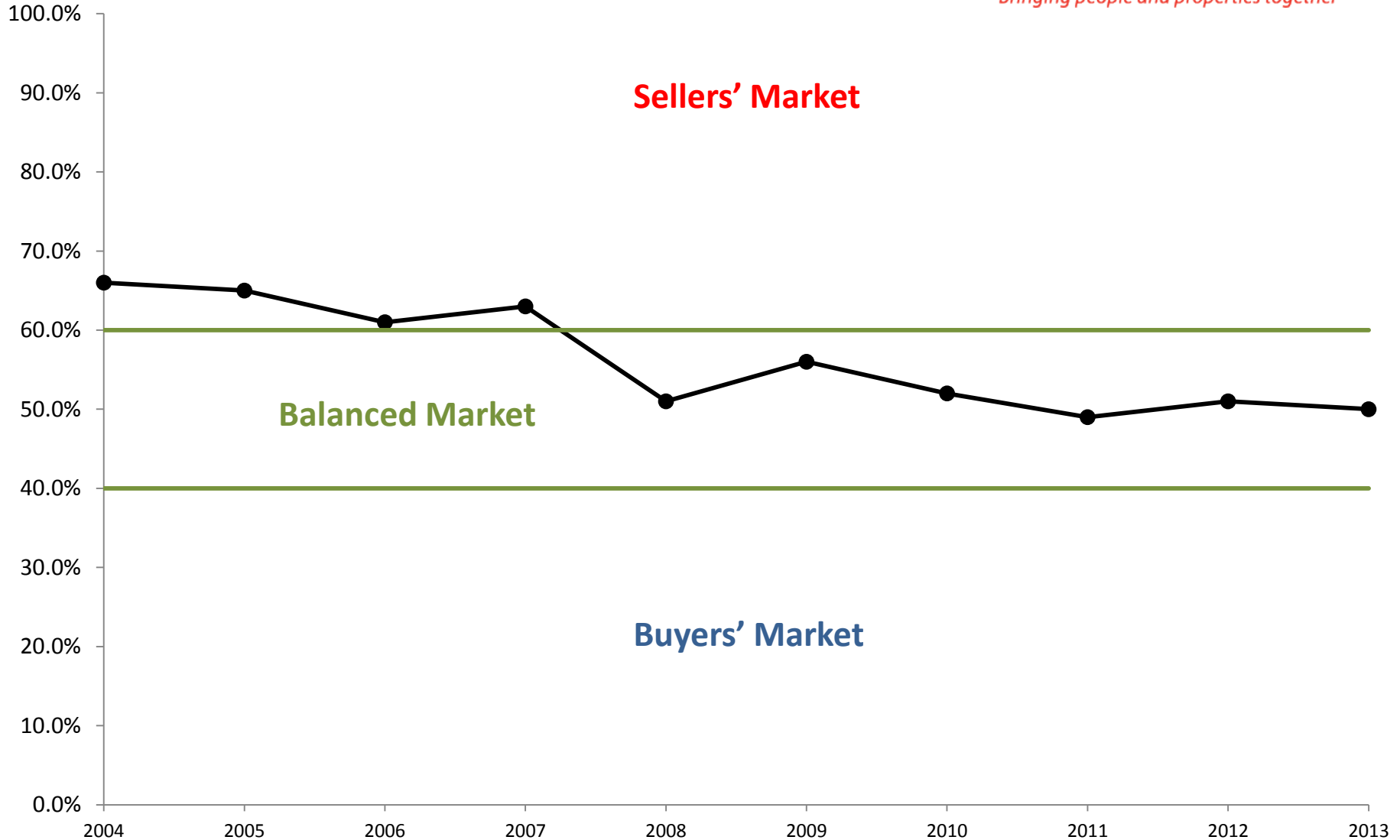
| <b>DETACHED</b>  |               | <b>%</b> | <b>CONDO</b> |      | <b>%</b>      | <b>TOTAL</b> |               | <b>%</b>     | <b>DETACHED</b> | <b>CONDO</b> | <b>TOTAL</b> |
|--|---------------|----------|--------------|------|---------------|--------------|---------------|--------------|-----------------|--------------|--------------|
| Units Sold   | 482           | 5.5      | 95           | 1.1  | 577           | 4.7          | 457           | 94           | 551             |              |              |
| Dollar Volume  | \$129,555,044 | 10.5     | \$17,701,414 | 8.5  | \$147,256,458 | 10.3         | \$117,196,927 | \$16,319,426 | \$133,516,353   |              |              |
| No.of Listings   | 788           | 3.8      | 224          | 2.3  | 1012          | 3.5          | 759           | 219          | 978             |              |              |
| Average Price (November)   | \$268,786     | 2.2      | \$186,331    | -2.6 | \$255,210     | 2.1          |               |              |                 |              |              |
| Average Price (October)  | \$263,008     |          | \$191,321    |      | \$250,067     |              |               |              |                 |              |              |
| <b>% Difference in Average Price in Current Month Compared to Previous Month</b> |               |          |              |      |               |              |               |              |                 |              |              |

**2014 Year-to Date****2013 Year-to-Date**

| <b>DETACHED</b>   |                 | <b>%</b> | <b>CONDO</b>  |      | <b>%</b>         | <b>TOTAL</b> |                 | <b>%</b>      | <b>DETACHED</b> | <b>CONDO</b> | <b>TOTAL</b> |
|---|-----------------|----------|---------------|------|------------------|--------------|-----------------|---------------|-----------------|--------------|--------------|
| Units Sold  | 6536            | 6.7      | 1514          | 10.6 | 8050             | 7.4          | 6124            | 1369          | 7493            |              |              |
| Dollar Volume   | \$1,769,628,766 | 10.7     | \$276,910,728 | 13.4 | \$ 2,046,539,494 | 11.0         | \$1,598,733,482 | \$244,271,697 | \$1,843,005,179 |              |              |
| No.of Listings  | 12738           | 3.0      | 3171          | 6.7  | 15909            | 3.7          | 12369           | 2973          | 15342           |              |              |
| Active Listings (end of period)   | 2612            | 3.9      | 656           | 12.1 | 3268             | 5.4          | 2515            | 585           | 3100            |              |              |
| Average Price YTD   | \$270,751       | 3.7      | \$182,900     | 2.6  | \$254,229        | 3.5          |                 |               |                 |              |              |
| Average Price (Dec.31/13)*  | \$261,051       |          | \$178,309     |      | \$245,737        |              |                 |               |                 |              |              |
| <b>* % Difference in Average Price Year-to-Date Compared to December 31, 2013</b> |                 |          |               |      |                  |              |                 |               |                 |              |              |

**RESIDENTIAL STATISTICS  
November 2014**

# Sales to New Listings Ratio (10 Year Review)





**ST. THOMAS STATISTICS****2014 Monthly Data****2013 Monthly Data**

|                       |              | %    |             |
|-----------------------|--------------|------|-------------|
| <b>Units Sold</b>     | 59           | 34.1 | 44          |
| <b>Dollar Volume</b>  | \$10,696,200 | 12.4 | \$9,519,175 |
| <b>No.of Listings</b> | 77           | 35.1 | 57          |
| <b>Active at End</b>  | 324          | 9.1  | 297         |

**2014 Year-to Date****2013 Year-to-Date**

|                       |               | %   |               |
|-----------------------|---------------|-----|---------------|
| <b>Units Sold</b>     | 668           | 5.0 | 636           |
| <b>Dollar Volume</b>  | \$134,085,128 | 5.8 | \$126,770,416 |
| <b>No.of Listings</b> | 1172          | 3.2 | 1136          |

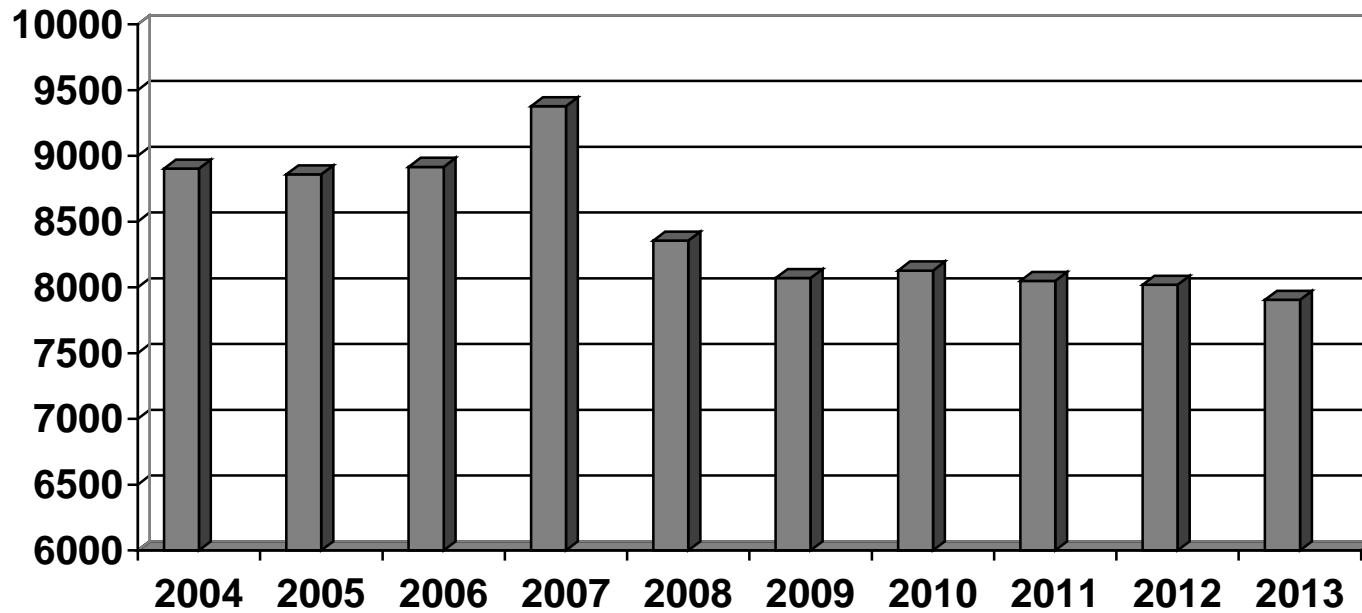
|                                      |           |       |                                      |
|--------------------------------------|-----------|-------|--------------------------------------|
| <b>Average Price (November 2014)</b> | \$181,292 | -11.9 | <b>Average Price (November 2013)</b> |
| <b>Average Price (October 2014)</b>  | \$205,843 |       | \$216,345                            |
| <b>Average Price YTD</b>             | \$200,726 | -0.4  | <b>Average Price (YTD 2013)</b>      |
| <b>Average Price (Dec.31/13) *</b>   | \$201,586 |       | \$199,325                            |

\* Difference in Average Price Year-to-Date Compared to December 31, 2013

| YEAR                               | JANUARY | FEBRUARY | MARCH | APRIL | MAY | JUNE | JULY | AUGUST | SEPTEMBER | OCTOBER | NOVEMBER | DECEMBER |
|------------------------------------|---------|----------|-------|-------|-----|------|------|--------|-----------|---------|----------|----------|
| <b>2014</b>                        | 29      | 42       | 48    | 77    | 73  | 82   | 74   | 68     | 69        | 49      | 59       |          |
| <b>2013</b>                        | 42      | 50       | 50    | 76    | 86  | 53   | 78   | 54     | 56        | 48      | 44       | 34       |
| <b>2012</b>                        | 40      | 36       | 50    | 59    | 65  | 57   | 69   | 64     | 51        | 59      | 42       | 24       |
| <b>2011</b>                        | 44      | 40       | 67    | 60    | 72  | 73   | 59   | 64     | 61        | 51      | 50       | 42       |
| <b>2010</b>                        | 37      | 44       | 61    | 89    | 77  | 63   | 63   | 55     | 58        | 53      | 41       | 24       |
| <b>2009</b>                        | 23      | 52       | 55    | 55    | 75  | 90   | 72   | 75     | 59        | 55      | 57       | 37       |
| <b>2008</b>                        | 36      | 53       | 48    | 76    | 86  | 68   | 70   | 50     | 52        | 48      | 25       | 23       |
| <b>2007</b>                        | 58      | 80       | 86    | 82    | 97  | 92   | 93   | 84     | 47        | 64      | 52       | 32       |
| <b>2006</b>                        | 47      | 36       | 76    | 82    | 87  | 88   | 55   | 67     | 57        | 60      | 59       | 38       |
| <b>2005</b>                        | 42      | 46       | 76    | 65    | 76  | 81   | 79   | 78     | 74        | 66      | 58       | 39       |
| <b>10 Year Average (2005-2014)</b> | 40      | 48       | 62    | 72    | 79  | 75   | 71   | 66     | 58        | 55      | 49       | 29       |

## MLS® Residential Sales

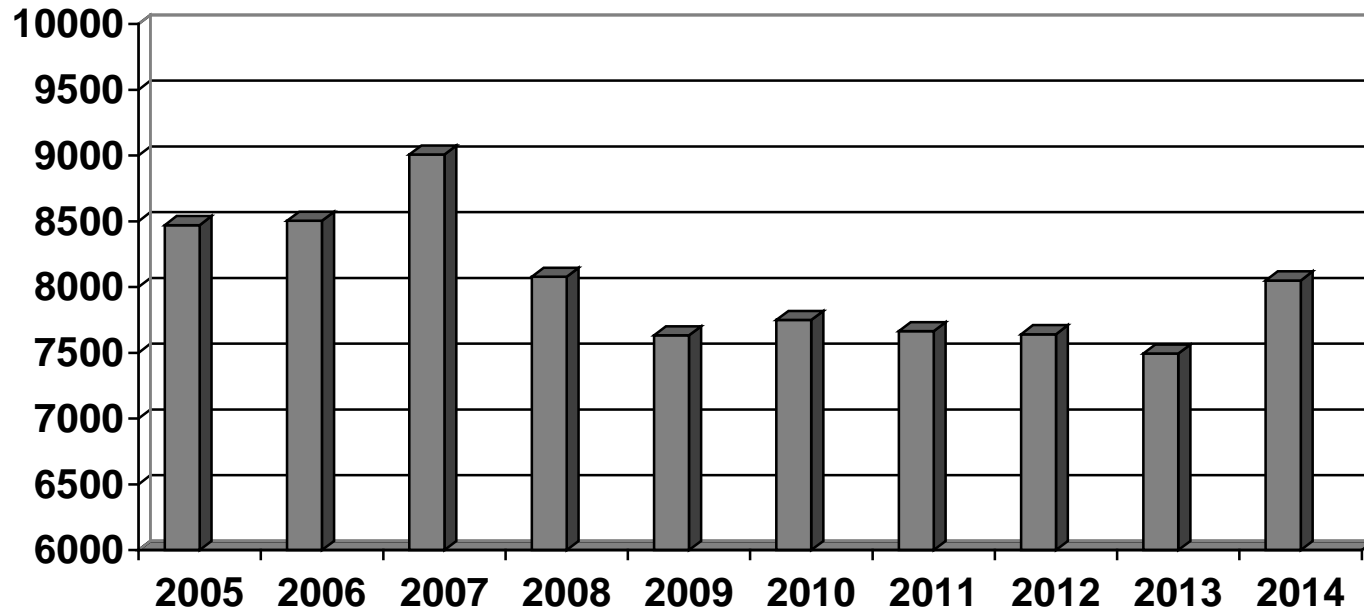
(Jan. 1 to Dec. 31 – a 10 year review)



| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------|------|------|------|------|------|------|------|------|------|
| 8903 | 8859 | 8916 | 9378 | 8356 | 8070 | 8128 | 8048 | 8020 | 7905 |

## MLS® Residential Sales

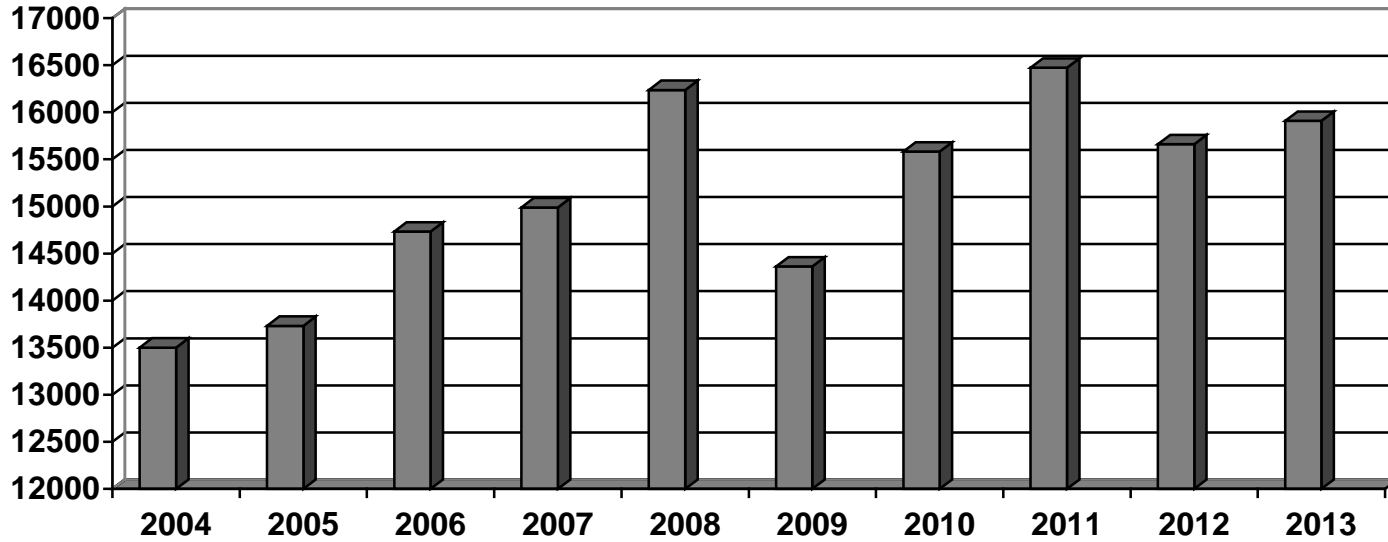
(November YTD – a 10 year review)



| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|------|------|------|------|------|------|------|------|------|------|
| 8471 | 8504 | 9007 | 8077 | 7632 | 7750 | 7665 | 7641 | 7493 | 8050 |

# MLS® Residential Listings

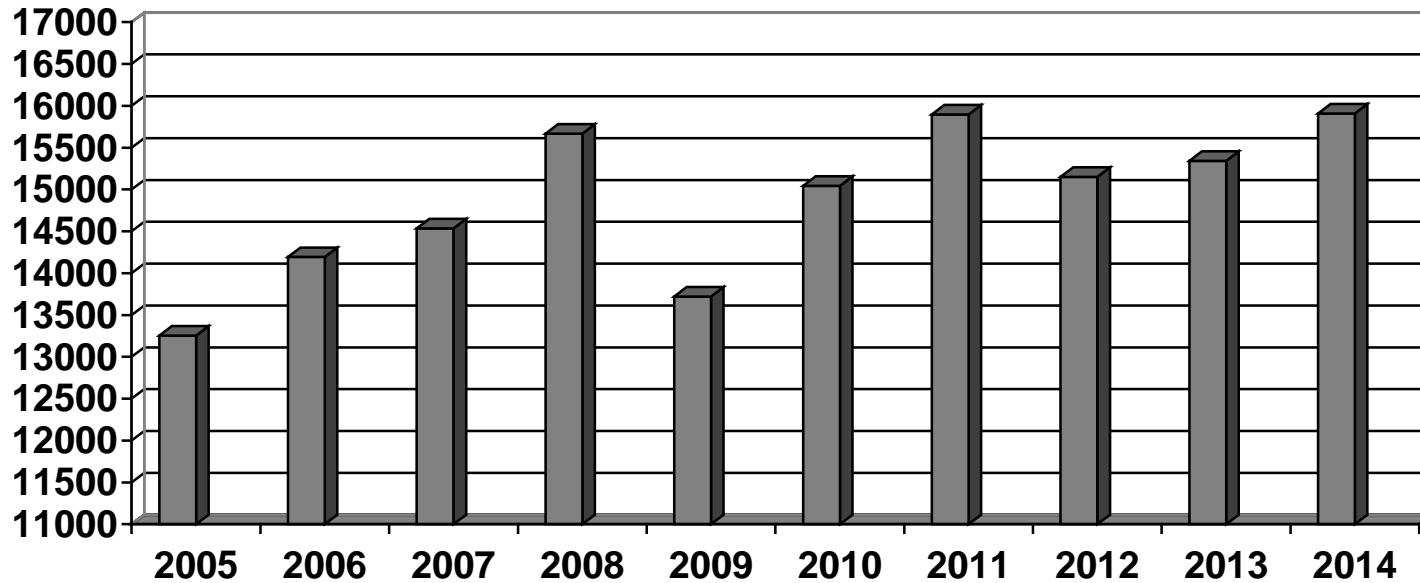
(Jan. 1 to Dec. 31 – a 10 year review)



| 2004  | 2005  | 2006  | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 13501 | 13732 | 14732 | 14990 | 16236 | 14362 | 15582 | 16473 | 15661 | 15909 |

# MLS® Residential Listings

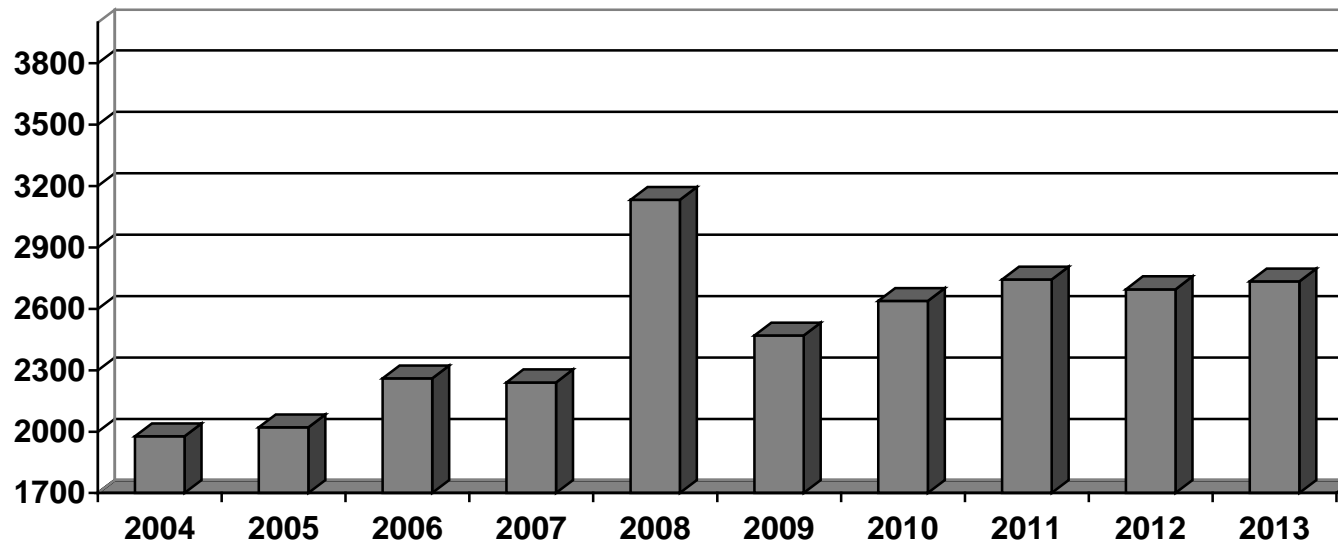
(November YTD – a 10 year review)



| 2005  | 2006  | 2007  | 2008  | 2009  | 2010  | 2011  | 2012  | 2013  | 2014  |
|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| 13255 | 14193 | 14535 | 15667 | 13720 | 15045 | 15897 | 15151 | 15342 | 15909 |

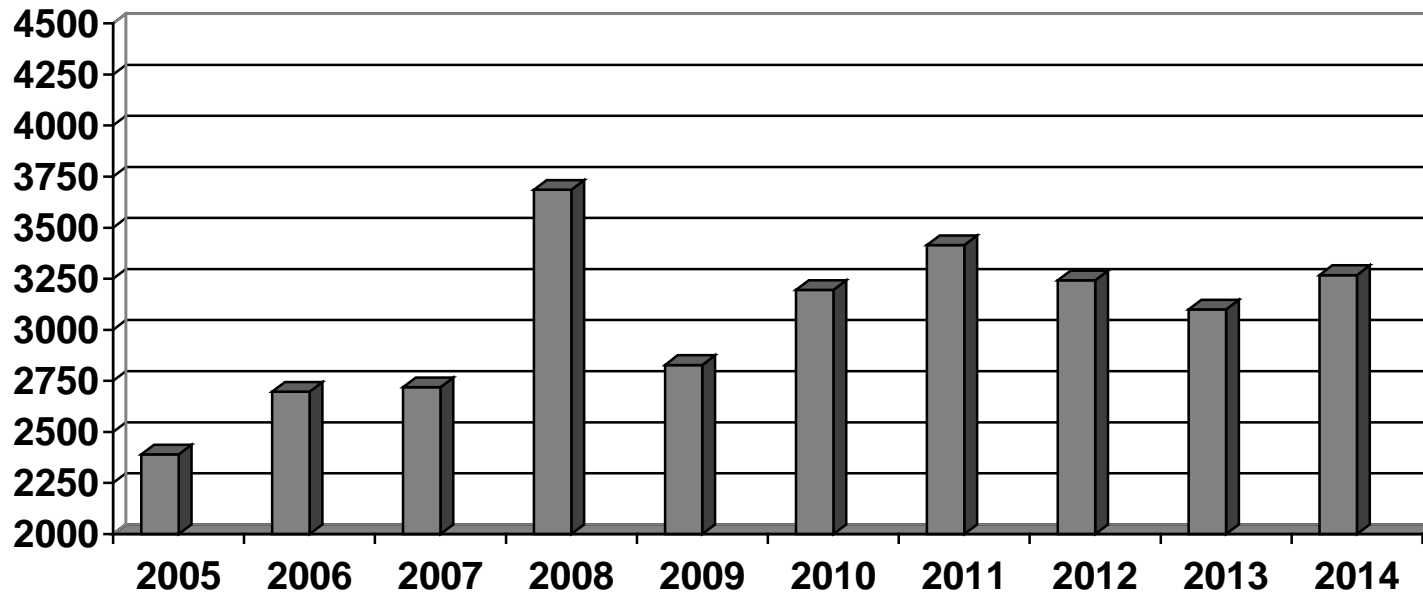
## Active MLS® Residential Listings – End of Period

(10 year review)



| 2004 | 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 |
|------|------|------|------|------|------|------|------|------|------|
| 1978 | 2021 | 2260 | 2241 | 3133 | 2470 | 2639 | 2743 | 2696 | 2735 |

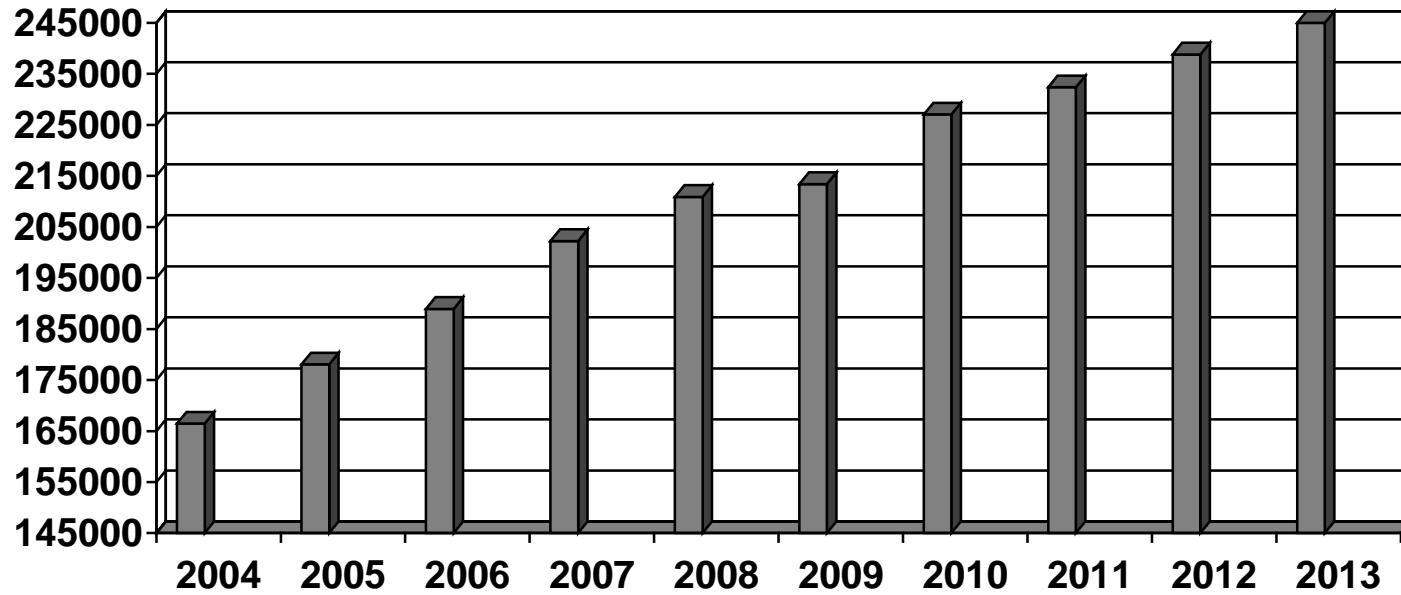
## Active MLS® Residential Listings End of Period as of November (10 year review)



| 2005 | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|------|------|------|------|------|------|------|------|------|------|
| 2390 | 2697 | 2719 | 3686 | 2828 | 3195 | 3414 | 3242 | 3100 | 3268 |

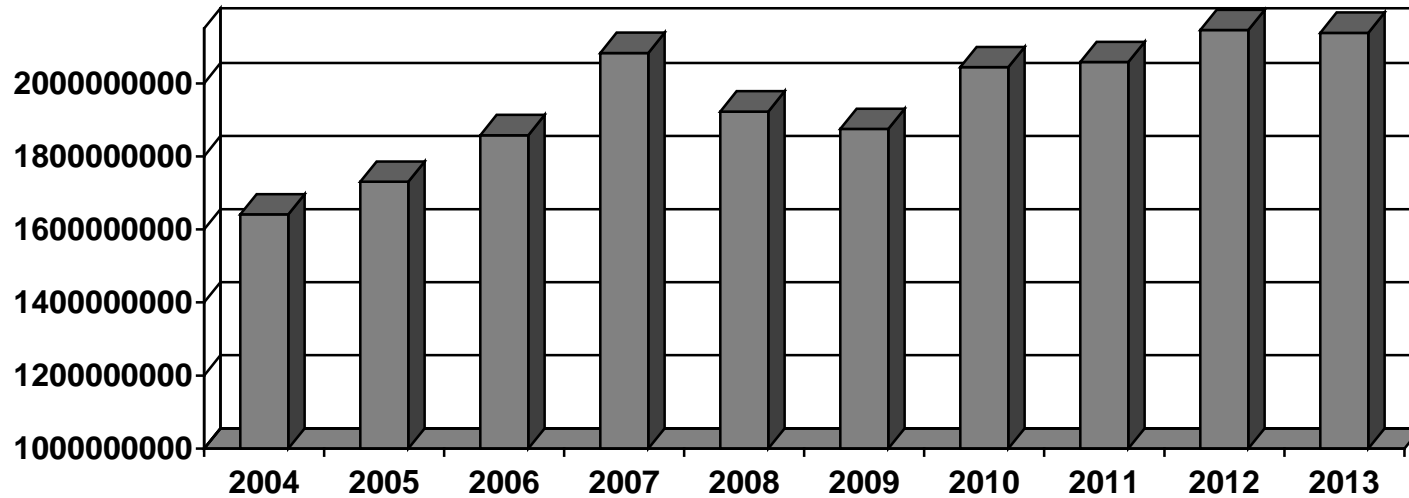


## Average Residential Price in Association's Jurisdiction (10 year review)



| 2004      | 2005      | 2006      | 2007      | 2008      | 2009      | 2010      | 2011      | 2012      | 2013      |
|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| \$166,465 | \$178,058 | \$188,942 | \$202,256 | \$210,888 | \$213,402 | \$227,056 | \$232,387 | \$238,822 | \$245,737 |

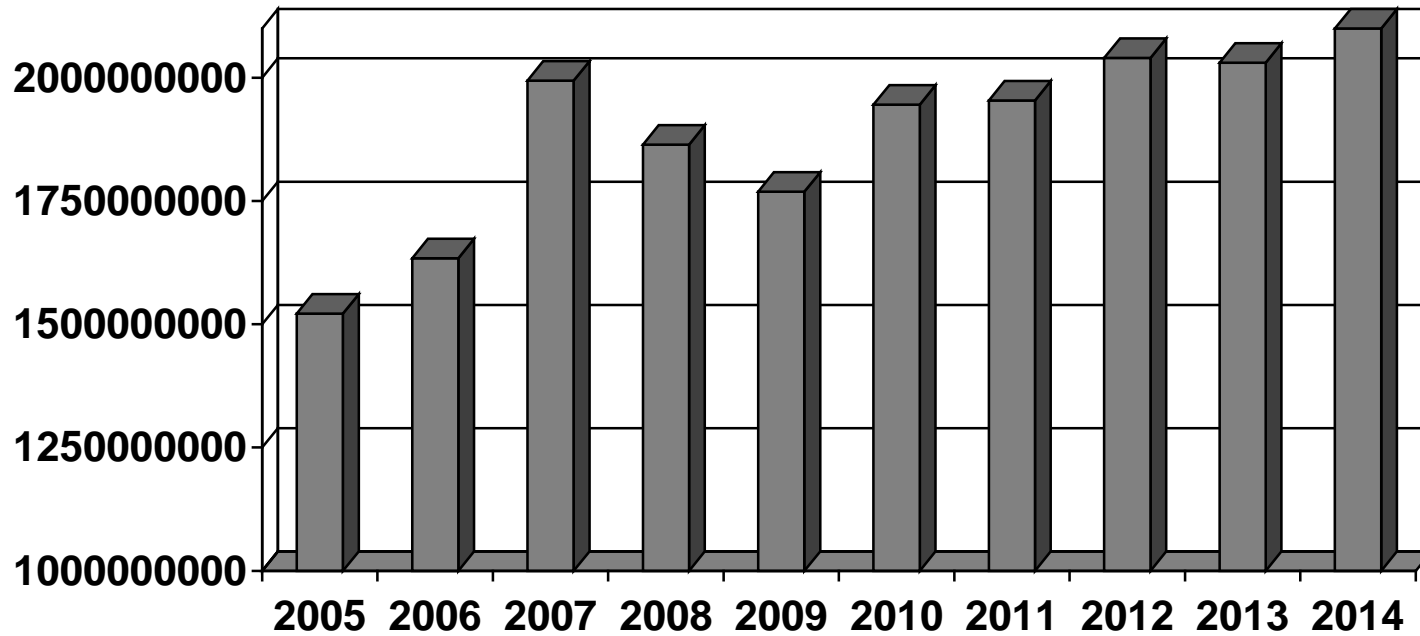
## Total MLS® Dollar Volume (10 year review)



| 2004          | 2005          | 2006          | 2007          | 2008          | 2009          | 2010          | 2011          | 2012          | 2013          |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1,640,903,052 | 1,730,728,695 | 1,857,909,942 | 2,083,113,745 | 1,922,848,300 | 1,874,879,343 | 2,044,092,298 | 2,058,184,156 | 2,145,684,491 | 2,138,447,904 |

# Total MLS® Dollar Volume YTD as of November

(10 year review)



| 2005          | 2006          | 2007          | 2008          | 2009          | 2010          | 2011          | 2012          | 2013          | 2014          |
|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| 1,521,573,592 | 1,634,015,565 | 1,994,212,450 | 1,864,681,533 | 1,769,079,546 | 1,945,967,508 | 1,954,314,864 | 2,040,736,623 | 2,031,055,881 | 2,255,763,339 |

| YEAR                                | Jan.         | Feb.         | Mar.         | Apr.         | May          | June         | July         | Aug.         | Sept.        | Oct.         | Nov.         | Dec.         | Total YTD     |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| <b>5 Year Average:<br/>Condos</b>   | <b>79</b>    | <b>121</b>   | <b>140.2</b> | <b>158.2</b> | <b>174.6</b> | <b>162.4</b> | <b>152.6</b> | <b>138.2</b> | <b>107.4</b> | <b>112.2</b> | <b>95.8</b>  | <b>66.8</b>  | <b>1508.4</b> |
| <b>5 Year Average:<br/>Detached</b> | <b>355.8</b> | <b>452.6</b> | <b>603</b>   | <b>711.2</b> | <b>749.8</b> | <b>703.6</b> | <b>641.4</b> | <b>581.8</b> | <b>529.2</b> | <b>510.8</b> | <b>471.4</b> | <b>245.2</b> | <b>6555.8</b> |
| <b>2014</b>                         | <b>382</b>   | <b>498</b>   | <b>666</b>   | <b>836</b>   | <b>988</b>   | <b>981</b>   | <b>980</b>   | <b>791</b>   | <b>682</b>   | <b>698</b>   | <b>577</b>   |              | <b>8079</b>   |
| Condo                               | 67           | 107          | 118          | 170          | 195          | 181          | 199          | 149          | 112          | 126          | 95           |              | 1519          |
| Detached                            | 315          | 391          | 548          | 666          | 793          | 800          | 781          | 642          | 570          | 572          | 482          |              | 6560          |
| <b>2013</b>                         | <b>438</b>   | <b>576</b>   | <b>612</b>   | <b>864</b>   | <b>941</b>   | <b>795</b>   | <b>788</b>   | <b>696</b>   | <b>614</b>   | <b>644</b>   | <b>551</b>   | <b>414</b>   | <b>7933</b>   |
| Condo                               | 77           | 128          | 117          | 144          | 152          | 141          | 158          | 142          | 95           | 124          | 94           | 94           | 1466          |
| Detached                            | 361          | 448          | 495          | 720          | 789          | 654          | 630          | 554          | 519          | 520          | 457          | 320          | 6467          |
| <b>2012</b>                         | <b>454</b>   | <b>637</b>   | <b>770</b>   | <b>880</b>   | <b>913</b>   | <b>825</b>   | <b>746</b>   | <b>723</b>   | <b>596</b>   | <b>624</b>   | <b>512</b>   | <b>381</b>   | <b>8061</b>   |
| Condo                               | 75           | 137          | 147          | 164          | 162          | 162          | 126          | 139          | 103          | 122          | 95           | 82           | 1514          |
| Detached                            | 379          | 500          | 623          | 716          | 751          | 663          | 620          | 584          | 493          | 502          | 417          | 299          | 6547          |
| <b>2011</b>                         | <b>428</b>   | <b>552</b>   | <b>809</b>   | <b>750</b>   | <b>882</b>   | <b>913</b>   | <b>742</b>   | <b>763</b>   | <b>702</b>   | <b>583</b>   | <b>576</b>   | <b>384</b>   | <b>8084</b>   |
| Condo                               | 81           | 116          | 162          | 131          | 180          | 172          | 155          | 143          | 113          | 88           | 80           | 78           | 1499          |
| Detached                            | 347          | 436          | 647          | 619          | 702          | 741          | 587          | 620          | 589          | 495          | 496          | 306          | 6585          |
| <b>2010</b>                         | <b>472</b>   | <b>605</b>   | <b>859</b>   | <b>1017</b>  | <b>898</b>   | <b>816</b>   | <b>714</b>   | <b>627</b>   | <b>589</b>   | <b>566</b>   | <b>620</b>   | <b>381</b>   | <b>8164</b>   |
| Condo                               | 95           | 117          | 157          | 182          | 184          | 156          | 125          | 118          | 114          | 101          | 115          | 80           | 1544          |
| Detached                            | 377          | 488          | 702          | 835          | 714          | 660          | 589          | 509          | 475          | 465          | 505          | 301          | 6620          |
| <b>2009</b>                         | <b>305</b>   | <b>480</b>   | <b>669</b>   | <b>804</b>   | <b>864</b>   | <b>946</b>   | <b>904</b>   | <b>747</b>   | <b>708</b>   | <b>664</b>   | <b>584</b>   | <b>438</b>   | <b>8113</b>   |
| Condo                               | 60           | 98           | 118          | 138          | 166          | 179          | 170          | 147          | 136          | 121          | 99           | 85           | 1517          |
| Detached                            | 245          | 382          | 551          | 666          | 698          | 767          | 734          | 600          | 572          | 543          | 485          | 353          | 6596          |

| YEAR        | Jan.       | Feb.       | Mar.        | Apr.       | May         | June        | July        | Aug.       | Sept.      | Oct.       | Nov.       | Dec.       | Total YTD   |
|-------------|------------|------------|-------------|------------|-------------|-------------|-------------|------------|------------|------------|------------|------------|-------------|
| <b>2008</b> | <b>466</b> | <b>687</b> | <b>745</b>  | <b>842</b> | <b>1021</b> | <b>905</b>  | <b>950</b>  | <b>762</b> | <b>769</b> | <b>581</b> | <b>386</b> | <b>281</b> | <b>8395</b> |
| Condo       | 87         | 140        | 151         | 188        | 196         | 185         | 207         | 155        | 144        | 106        | 87         | 63         | 1709        |
| Detached    | 379        | 547        | 594         | 654        | 825         | 720         | 743         | 607        | 625        | 475        | 299        | 218        | 6686        |
| <b>2007</b> | <b>538</b> | <b>708</b> | <b>846</b>  | <b>916</b> | <b>1161</b> | <b>992</b>  | <b>1009</b> | <b>871</b> | <b>650</b> | <b>705</b> | <b>654</b> | <b>375</b> | <b>9425</b> |
| Condo       | 94         | 148        | 168         | 193        | 242         | 207         | 226         | 183        | 126        | 140        | 123        | 91         | 1941        |
| Detached    | 444        | 560        | 678         | 723        | 919         | 785         | 783         | 688        | 524        | 565        | 531        | 284        | 7484        |
| <b>2006</b> | <b>529</b> | <b>615</b> | <b>869</b>  | <b>857</b> | <b>1013</b> | <b>1011</b> | <b>800</b>  | <b>832</b> | <b>692</b> | <b>711</b> | <b>616</b> | <b>421</b> | <b>8966</b> |
| Condo       | 113        | 144        | 172         | 179        | 193         | 204         | 155         | 173        | 147        | 139        | 126        | 84         | 1829        |
| Detached    | 416        | 471        | 697         | 678        | 820         | 807         | 645         | 659        | 545        | 572        | 490        | 337        | 7137        |
| <b>2005</b> | <b>440</b> | <b>657</b> | <b>774</b>  | <b>889</b> | <b>973</b>  | <b>996</b>  | <b>793</b>  | <b>894</b> | <b>746</b> | <b>679</b> | <b>645</b> | <b>388</b> | <b>8874</b> |
| Condo       | 107        | 142        | 149         | 173        | 221         | 199         | 167         | 195        | 156        | 145        | 119        | 87         | 1860        |
| Detached    | 333        | 515        | 625         | 716        | 752         | 797         | 626         | 699        | 590        | 534        | 526        | 301        | 7014        |
| <b>2004</b> | <b>427</b> | <b>671</b> | <b>1030</b> | <b>935</b> | <b>973</b>  | <b>904</b>  | <b>883</b>  | <b>781</b> | <b>686</b> | <b>668</b> | <b>607</b> | <b>388</b> | <b>8953</b> |
| Condo       | 76         | 149        | 215         | 174        | 206         | 191         | 174         | 162        | 135        | 136        | 118        | 93         | 1829        |
| Detached    | 351        | 522        | 815         | 761        | 767         | 713         | 709         | 619        | 551        | 532        | 489        | 295        | 7124        |
| <b>2003</b> | <b>479</b> | <b>619</b> | <b>722</b>  | <b>876</b> | <b>837</b>  | <b>835</b>  | <b>895</b>  | <b>672</b> | <b>671</b> | <b>619</b> | <b>539</b> | <b>389</b> | <b>8153</b> |
| Condo       | 378        | 136        | 138         | 180        | 165         | 151         | 192         | 135        | 145        | 117        | 99         | 81         | 1917        |
| Detached    | 101        | 483        | 763         | 696        | 672         | 684         | 703         | 537        | 526        | 502        | 440        | 308        | 6415        |
| <b>2002</b> | <b>501</b> | <b>703</b> | <b>763</b>  | <b>931</b> | <b>852</b>  | <b>779</b>  | <b>746</b>  | <b>695</b> | <b>591</b> | <b>621</b> | <b>558</b> | <b>379</b> | <b>8119</b> |
| Condo       |            |            |             |            | 1882        |             | 143         | 143        | 113        | 134        | 113        | 85         |             |
| Detached    |            |            |             |            |             |             | 603         | 552        | 478        | 487        | 445        | 294        |             |
| <b>2001</b> | 341        | 532        | 668         | 722        | 820         | 776         | 677         | 673        | 558        | 576        | 537        | 427        |             |
| <b>2000</b> | 293        | 556        | 756         | 654        | 753         | 664         | 558         | 570        | 466        | 511        | 433        | 291        |             |
| <b>1999</b> | 278        | 500        | 677         | 700        | 733         | 735         | 704         | 561        | 563        | 482        | 475        | 312        |             |
| <b>1998</b> | 310        | 478        | 569         | 615        | 691         | 648         | 662         | 556        | 563        | 491        | 458        | 375        |             |

| YEAR | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. | Total YTD |
|------|------|------|------|------|-----|------|------|------|-------|------|------|------|-----------|
| 1997 | 435  | 531  | 537  | 671  | 648 | 545  | 661  | 482  | 524   | 528  | 389  | 358  |           |
| 1996 | 335  | 449  | 649  | 622  | 677 | 544  | 575  | 568  | 550   | 628  | 673  | 500  |           |
| 1995 | 260  | 320  | 398  | 445  | 575 | 559  | 537  | 641  | 498   | 471  | 416  | 277  |           |
| 1994 | 323  | 525  | 786  | 761  | 618 | 534  | 383  | 456  | 356   | 396  | 379  | 276  |           |
| 1993 | 249  | 412  | 508  | 676  | 621 | 639  | 549  | 507  | 479   | 419  | 399  | 347  |           |
| 1992 | 392  | 636  | 715  | 623  | 556 | 586  | 577  | 504  | 534   | 519  | 382  | 261  |           |
| 1991 | 392  | 636  | 715  | 623  | 556 | 586  | 577  | 504  | 534   | 519  | 382  | 261  |           |
| 1990 | 269  | 627  | 618  | 521  | 439 | 398  | 450  | 479  | 385   | 403  | 337  | 254  |           |
| 1989 | 480  | 641  | 687  | 578  | 624 | 567  | 531  | 685  | 568   | 551  | 522  | 337  |           |
| 1988 | 423  | 568  | 742  | 724  | 672 | 665  | 602  | 666  | 557   | 518  | 503  | 363  |           |
| 1987 | 418  | 561  | 534  | 557  | 418 | 483  | 517  | 492  | 455   | 544  | 385  | 284  |           |
| 1986 | 348  | 304  | 348  | 497  | 506 | 529  | 465  | 517  | 561   | 524  | 387  | 301  |           |
| 1985 | 382  | 396  | 445  | 500  | 617 | 582  | 525  | 501  | 462   | 463  | 346  | 202  |           |
| 1984 | 310  | 379  | 507  | 444  | 503 | 421  | 409  | 452  | 313   | 388  | 391  | 245  |           |
| 1983 | 266  | 322  | 443  | 464  | 533 | 472  | 482  | 454  | 406   | 327  | 359  | 211  |           |
| 1982 | 153  | 193  | 262  | 265  | 256 | 271  | 275  | 335  | 410   | 428  | 396  | 331  |           |
| 1981 | 285  | 327  | 414  | 598  | 531 | 368  | 358  | 268  | 222   | 178  | 179  | 153  |           |
| 1980 | 257  | 295  | 289  | 258  | 266 | 385  | 432  | 382  | 337   | 305  | 261  | 209  |           |
| 1979 | 218  | 311  | 370  | 427  | 426 | 452  | 467  | 382  | 317   | 313  | 195  | 97   |           |
| 1978 | 218  | 298  | 316  | 389  | 410 | 395  | 342  | 383  | 303   | 314  | 247  | 353  |           |

## Average Residential Prices - 1987 to 2014 YTD

| Year | Average Price<br>(London) | Average Price<br>(St. Thomas) | Average Price<br>(Area) |
|------|---------------------------|-------------------------------|-------------------------|
| 1987 | \$106,300                 | \$72,892                      | \$97,962                |
| 1988 | \$117,695                 | \$90,887                      | \$111,708               |
| 1989 | \$134,960                 | \$101,108                     | \$128,578               |
| 1990 | \$141,919                 | \$106,202                     | \$134,907               |
| 1991 | \$143,306                 | \$106,134                     | \$134,545               |
| 1992 | \$141,764                 | \$112,088                     | \$135,962               |
| 1993 | \$139,311                 | \$106,843                     | \$133,835               |
| 1994 | \$138,279                 | \$111,823                     | \$134,089               |
| 1995 | \$131,954                 | \$109,019                     | \$127,166               |
| 1996 | \$129,817                 | \$107,005                     | \$127,261               |
| 1997 | \$132,838                 | \$111,957                     | \$130,534               |
| 1998 | \$133,525                 | \$109,378                     | \$129,706               |
| 1999 | \$133,033                 | \$116,297                     | \$131,899               |
| 2000 | \$135,996                 | \$115,994                     | \$134,593               |
| 2001 | \$137,820                 | \$114,257                     | \$136,636               |
| 2002 | \$143,007                 | \$121,470                     | \$142,106               |
| 2003 | \$155,148                 | \$129,349                     | \$152,586               |
| 2004 | \$169,022                 | \$141,989                     | \$166,138               |
| 2005 | \$178,899                 | \$155,595                     | \$178,058               |
| 2006 | \$193,087                 | \$162,250                     | \$188,942               |
| 2007 | \$208,865                 | \$172,550                     | \$202,256               |
| 2008 | \$211,323                 | \$187,361                     | \$210,888               |
| 2009 | \$214,769                 | \$182,450                     | \$213,402               |
| 2010 | \$231,020                 | \$182,719                     | \$227,056               |
| 2011 | \$238,238                 | \$189,413                     | \$232,387               |
| 2012 | \$240,370                 | \$191,607                     | \$238,822               |
| 2013 | \$246,919                 | \$201,586                     | \$245,737               |
| 2014 | \$256,741                 | \$200,726                     | \$254,229               |

## Condos – 15 Year Review

| Year | Total | % Increase | Average Price | Townhouse | % Increase | Average Price |
|------|-------|------------|---------------|-----------|------------|---------------|
| 1999 | 1129  | 19.1       | \$93,015      | 607       | 19.3       | \$90,308      |
| 2000 | 1158  | 2.6        | \$96,174      | 697       | 14.8       | \$91,703      |
| 2001 | 1250  | 7.9        | \$96,902      | 684       | -1.9       | \$92,647      |
| 2002 | 1577  | 26.2       | \$102,592     | 881       | 28.8       | \$98,238      |
| 2003 | 1618  | 2.6        | \$111,498     | 880       | -0.1       | \$101,667     |
| 2004 | 1823  | 12.7       | \$120,349     | 1043      | 18.6       | \$111,921     |
| 2005 | 1850  | 1.5        | \$126,835     | 946       | -9.3       | \$123,417     |
| 2006 | 1822  | -1.5       | \$138,314     | 894       | -5.5       | \$131,185     |
| 2007 | 1933  | 5.6        | \$146,062     | 985       | 3.8        | \$136,120     |
| 2008 | 1704  | -11.8      | \$151,969     | 858       | -12.9      | \$145,292     |
| 2009 | 1509  | -11.4      | \$158,617     | 763       | -11.1      | \$146,272     |
| 2010 | 1541  | 2.1        | \$171,098     | 781       | 2.4        | \$155,998     |
| 2011 | 1494  | -3.0       | \$179,560     | 719       | -7.9       | \$157,035     |
| 2012 | 1508  | 0.9        | \$171,403     | 749       | 4.2        | \$154,232     |
| 2013 | 1463  | -3.0       | \$178,309     | 723       | -3.5       | \$159,791     |



## Statistical Breakdown by Area for November 2014 London

| Item                  | 2013 Average Sale Price * | 2014 Year to Date | %     |
|-----------------------|---------------------------|-------------------|-------|
| <b>NORTH</b>          |                           |                   |       |
| Total Detached North  | \$323,658                 | \$338,350         | 4.5%  |
| Total Condo North     | \$215,715                 | \$217,311         | 0.7%  |
| Bungalow North        | \$249,975                 | \$252,304         | 0.9%  |
| Two Storey North      | \$346,692                 | \$369,294         | 6.5%  |
| Ranch North           | \$367,291                 | \$381,668         | 3.9%  |
| Townhouse Condo North | \$191,446                 | \$196,663         | 2.7%  |
| <b>SOUTH</b>          |                           |                   |       |
| Total Detached South  | \$282,452                 | \$287,878         | 1.9%  |
| Total Condo South     | \$160,653                 | \$164,590         | 2.5%  |
| Bungalow South        | \$212,624                 | \$218,233         | 2.6%  |
| Two Storey South      | \$346,732                 | \$355,594         | 2.6%  |
| Ranch South           | \$309,729                 | \$327,058         | 5.6%  |
| Townhouse Condo South | \$150,793                 | \$147,230         | -2.4% |
| <b>EAST</b>           |                           |                   |       |
| Total Detached East   | \$202,185                 | \$215,706         | 6.7%  |
| Total Condo East      | \$154,208                 | \$165,550         | 7.4%  |
| Bungalow East         | \$161,679                 | \$171,507         | 6.1%  |
| Two Storey East       | \$265,287                 | \$281,218         | 6.0%  |
| Ranch East            | \$208,729                 | \$235,569         | 12.9% |
| Townhouse Condo East  | \$120,104                 | \$129,044         | 7.4%  |

\* up-to-date figures based on January 1, 2013 to December 31, 2013

## Statistical Breakdown by Area for November 2014

### Elgin

| Item            | 2013 Average Sale Price * | 2014 Year to Date | %      |
|-----------------|---------------------------|-------------------|--------|
| Total Detached  | \$225,526                 | \$223,780         | -0.8%  |
| Total Condo     | \$164,031                 | \$163,609         | -0.3%  |
| Bungalow        | \$176,801                 | \$180,411         | 2.0%   |
| Two Storey      | \$296,524                 | \$342,927         | 15.6%  |
| Ranch           | \$278,431                 | \$243,548         | -12.5% |
| Townhouse Condo | \$180,544                 | \$182,671         | 1.2%   |

### St. Thomas

| Item            | 2013 Average Sale Price * | 2014 Year to Date | %      |
|-----------------|---------------------------|-------------------|--------|
| Total Detached  | \$196,667                 | \$199,746         | 1.6%   |
| Total Condo     | \$206,521                 | \$237,939         | 15.2%  |
| Bungalow        | \$189,626                 | \$191,336         | 0.9%   |
| Two Storey      | \$239,651                 | \$242,585         | 1.2%   |
| Ranch           | \$217,940                 | \$215,360         | -1.2%  |
| Townhouse Condo | \$0                       | \$225,000         | 100.0% |

\* up-to-date figures based on January 1, 2013 to December 31, 2013

## Statistical Breakdown by Area for November 2014

### Middlesex County

| Item            | 2013 Average Sale Price * | 2014 Year to Date | %     |
|-----------------|---------------------------|-------------------|-------|
| Total Detached  | \$298,528                 | \$321,744         | 7.8%  |
| Total Condo     | \$265,173                 | \$287,878         | 8.6%  |
| Bungalow        | \$211,377                 | \$243,097         | 15.0% |
| Two Storey      | \$368,566                 | \$404,229         | 9.7%  |
| Ranch           | \$325,107                 | \$357,761         | 10.0% |
| Townhouse Condo | \$291,000                 | \$300,500         | 3.3%  |

### Strathroy

| Item            | 2013 Average Sale Price * | 2014 Year to Date | %     |
|-----------------|---------------------------|-------------------|-------|
| Total Detached  | \$217,748                 | \$225,543         | 3.6%  |
| Total Condo     | \$180,156                 | \$180,701         | 0.3%  |
| Bungalow        | \$195,323                 | \$196,298         | 0.5%  |
| Two Storey      | \$269,630                 | \$267,081         | -0.9% |
| Ranch           | \$232,815                 | \$275,598         | 18.4% |
| Townhouse Condo | \$122,000                 | \$120,000         | -1.6% |

\* up-to-date figures based on January 1, 2013 to December 31, 2013